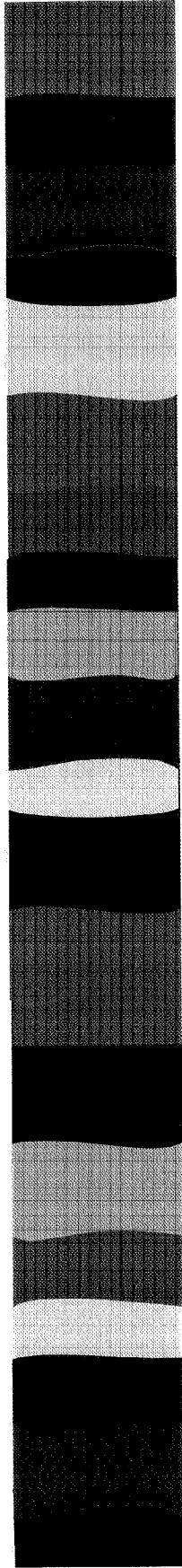


Exhibit G

Net Sales

(Net of What?)



Joe Oberting
Revenue Accounting

6/27/02

Golden Rules

- ✎ Somewhat Entertaining
- ✎ Socially Acceptable
- ✎ Meaningful Information
- ✎ Brief

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Agenda

- x Common Terms
- x Questions YOU Want Answered
- x Net Sales - How Did We Get Down Here?
- x Settle Down! - Odd Fluctuations
- x What Did *What?*!
- x Medicaid Land Mines

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Common Terms

- ☆ **Direct Sale**
- ☆ **Indirect Sale**
- ☆ **Processed**
- ☆ **Accrued (GAAP)**
- ☆ **Chargeback**
- ☆ **Gross Margin**
- ☆ **Medicaid Alphabet Soup - CMS AMP**
 - BP AWP ASP URA PHS HIN CPI-U (defined on next slide)
- ☆ **WAC**

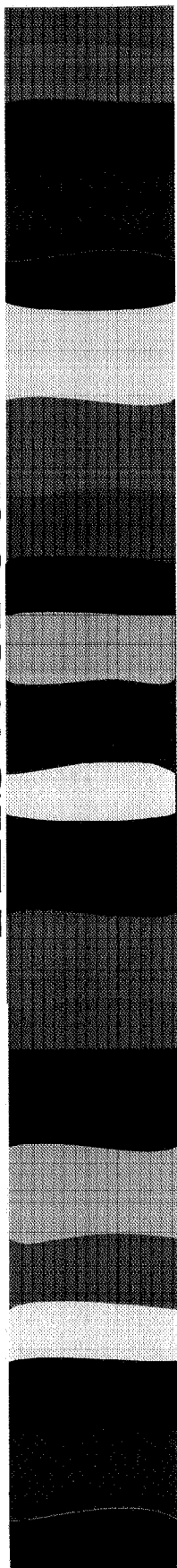
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Medicaid Alphabet Soup

- CMS = Center for Medicare and Medicaid Services
- AMP = Average Manufacturer's Price
- BP = Best Price
- AWP = Average Wholesale Price
- ASP = Average Selling Price
- URA = Unit Rebate Amount (usually per mL)
- PHS = Public Health System
- HIN = Health Industry Number
- CPI-U = Consumer's Price Index for All Urban Consumers

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Questions YOU Want Answered



Your Turn to speak...

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Net Sales - How Did We Get Down Here?

INVOICES

LESS: Returns

Pricing Adjustments / Shelf Stock Credit

Chargebacks

Rebates

= NET PROCESSED PRODUCT SALES

LESS: Cash Discounts

Administrative Fees

Medicaid Rebates

= NET SALES

LESS: Cost of Sales

= GROSS MARGIN

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Net Sales
May 2002
\$(000)

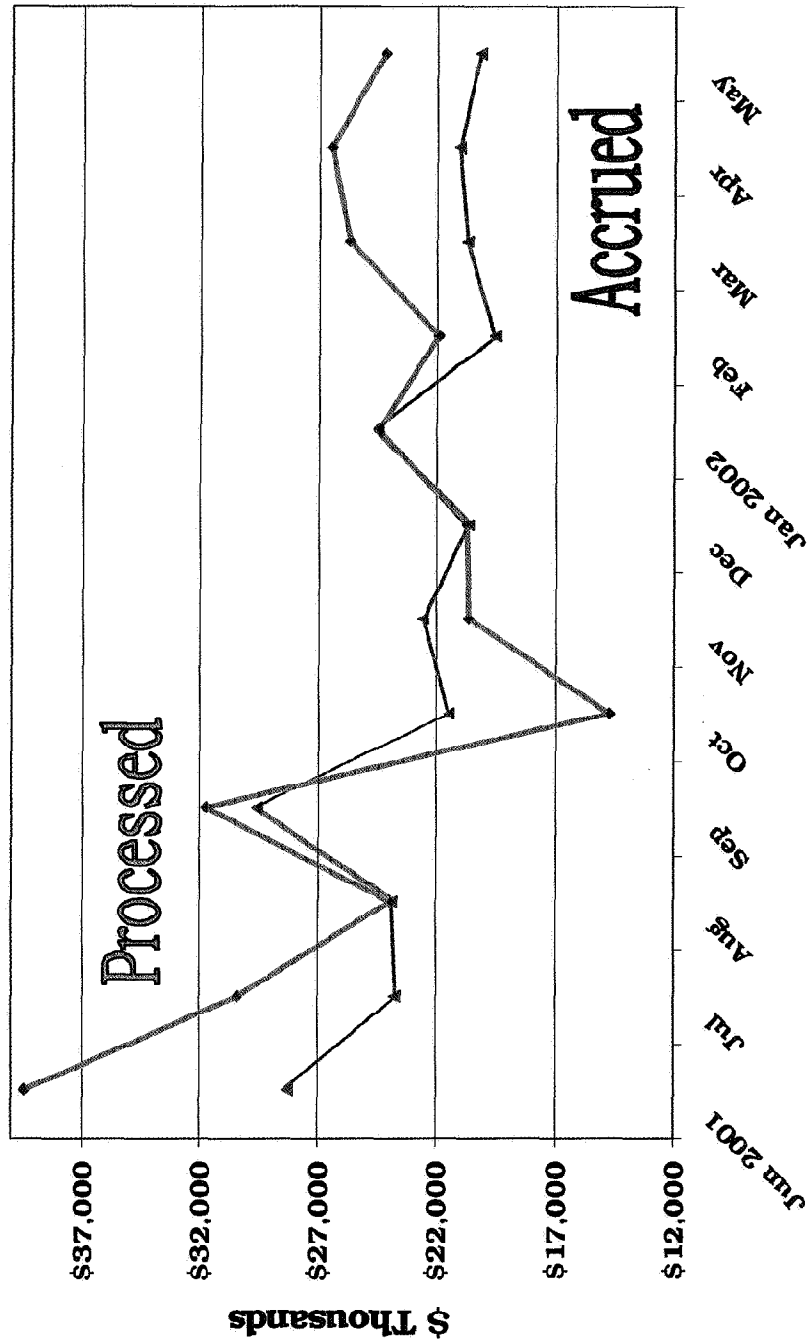


All Invoices	<u>Processed</u>	<u>Accrued</u>	<u>Difference</u>
Less processed:	\$ 30,516	\$ 30,516	\$ -
Chargebacks	\$ 4,779	\$ 5,145	\$ (366)
Returns	537	1,771	(1,234)
Rebates	904	1,451	(547)
Other Credits	68	68	-
	6,288	8,435	(2,147)
Net Processed Sales	\$ 24,228		
Less other accruals:			
Cash Discounts		\$ 585	\$ (585)
Administrative Fees		219	(219)
Medicaid Rebates		1,096	(1,096)
		1,900	(1,900)
Net Sales		\$20,181	\$ (4,047)

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Settle Down! Odd Fluctuations

Processed vs Accrued Sales



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What Did What ? May 2002

Results by Product Line

Results \$(Millions)

Product Lines	Sales			Budget Gross Margin	
	Actual	Budget	+ / (-)	+ / (-)	
Ipратropium	\$ 5.6	\$ 2.1	\$ 3.5	\$ 2.5	
Albuterol Unit Dose	5.9	4.7	1.2	0.5	
Cromolyn	0.6	0.3	0.3	-	
Easivent [®]	0.6	0.3	0.3	0.2	
Curosurf [®]	0.2	0.3	(0.1)	(0.1)	
DuoNeb [™]	4.8	5.3	(0.5)	(0.5)	
Albuterol Multidose	0.1	0.6	(0.5)	(0.1)	
Ipратropium Nasal	-	1.0	(1.0)	(0.4)	
Albuterol MDI	(0.2)	1.4	(1.6)	(1.0)	
AccuNeb [™]	-	1.9	(1.9)	(1.7)	
EpiPen [®]	3.6	6.9	(3.3)	(2.3)	
All Others	(1.0)	(0.7)	(0.3)	(0.3)	
Totals	\$ 20.2	\$ 24.1	\$ (3.9)	\$ (3.2)	

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What Did What ? 5 Months 2002

Results by Product Line

Product Lines	Results \$(Millions)			
	Sales		Budget Gross Margin	
	Actual	Budget	+	(-)
Ipratropium	\$ 24.7	\$ 15.6	\$ 9.1	\$ 7.1
Albuterol Unit Dose	25.8	20.2	5.6	2.7
DuoNeb™	22.1	18.6	3.5	3.1
Curosurf®	1.0	1.0	-	0.1
Albuterol Multidose	0.9	2.6	(1.7)	(0.4)
Ipratropium Nasal	-	2.5	(2.5)	(1.0)
EpiPen®	28.6	31.4	(2.8)	(2.3)
Albuterol MDI	1.8	6.9	(5.1)	(4.3)
AccuNeb™	0.1	6.8	(6.7)	(6.0)
All Others	1.0	1.6	(0.6)	(0.8)
Totals	\$106.0	\$107.2	\$ (1.2)	\$ (1.8)

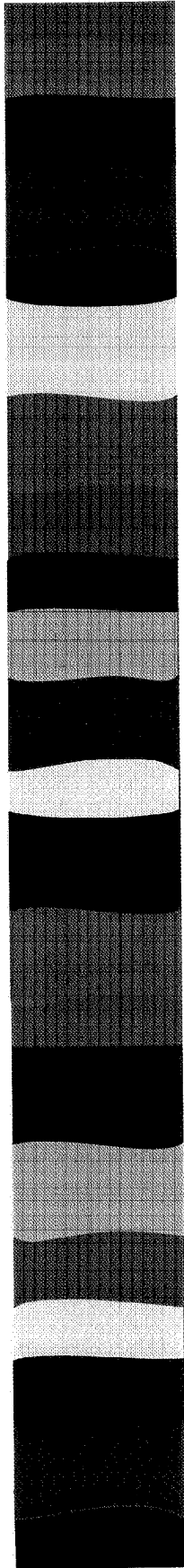
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Medicaid Land Mines

- ① Best Price
- ② CPI-U
- ③ Administrative Fees (3% Max)
- ④ Bundled Sales
- ⑤ Free Goods (Strings Attached?)
- ⑥ Coupon Rebate Program
- ⑦ Nominal Price
- ⑧ Customer Types
 - (Retail vs Non-Retail)

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Summary Discussion



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CONTRACT PROCEDURE

HIGHLY CONFIDENTIAL

DEY-BO0031294
DEY094-5207